## The Tribunes Page of Business News

TELEPHONES, Beekman 8243 Beekman 3000

Suggests Wage Dividends country

Workers Also Should Share Management of Corporations, G. P. Steinmetz Says

idends to workers and giving them the might to participate in the election of directors of corporations. Mr. Steinmetz started his argument with the assumption that both capital and labor play integral parts in industry today and that capital should get a fair interest return and labor a fair wage, and that the surplus remaining should be divided, after necessary reductions, into capital stock dividends and wage dividends, the latter being based on the yearly remuneration o the workers. The engineer said that the

Dealers in Silks Are Option

In Fall Trade

Silks are the properties of the properti

plants.

"In each plant of any size there should be a labor adviser or engineer, and the workers in each craft employed in the plant should elect a committee from their number to represent their craft. The chairman of this craft committee should be a member of a general shop committee, composed of the various craft chairmen.

"It is encouraging to know that those engaged in the shipbuilding industry are about to establish three boards similar to those described here, one for the Atlantic Coast, one for the Great Lakes and one for the Pacific Coast."

Great Lakes and one for the Pacific Coast."

John Calder, consulting engineer, in discussing the psychology of the industrial worker, said: "Our chief gain in industrial management has been a better understanding of the worker, his fears, ambitions, attitudes and achievements. Most scientific studies in industry have dealt essentially with purely mechanical elements, the employes being regarded chiefly as somany hands available at all times as a matter of course to carry out the will and intention of the inventor, designer and business planner on schemes for using them effectively; schemes sometimes quite meritorious, but with no provision for obtaining the consent of the governed.

"About these schemes the workmen were expected to have no opinion at all. It was assumed that at all times

Humanizing the Differences of

The Workshop

Joint Committee Plan of Adjusting Labor Questions
Adopted by Shipyards

they would respond to a large money inducement aloue, and there were both surprise and chagrin when opposition was encountered in which earnings were not involved in any way."

Dr. Charles A. Eaton, commenting on strivings after industrial democracy, said: "It is a singular fact that we are confused, disturbed and even alarmed by the sudden necessity which every one feels of attempting to apply the principles of political democracy, in which we all profess to believe, to the whole organized life of the nation. Becove the war there was a long period of strife between capital and labor. On the surface, this struggle seemed to be a matter of dollars. We now see that this view was as superficial as it forty-five minutes, with no withdraw-

to the question. "Aside from the material security which will guarantee the repayment of labor agitators. Must there catastrophes before nized, lawful methods of all human problems?" the United States government. It is high time that a policy which would afford such protection be formulated and put into practice—not perfunctority, but actively, and earnestly—so that our investors in foreign lands will be assured that, regardless of the Administration in power at Washingurthest. In his address the payment of wage diverse and giving them that the legland wool offered was passed by the buyers. Crimmins & Pierce, G. & C. Kreglinger, Francis Wiley & Co., the Lafayette Worsted Company and Winslew & Co. were among the large purchase and put into practice—not perfunctority, but actively, and earnestly—so that our investors in foreign lands will be assured that, regardless of the Administration in power at Washington, their property rights will be defended, if need be, scrupulously and sternly."

Foreign Trade Problems

ts. The prospect of material re-tion in the near future, he said, ald depend upon the possibility of removal or modification of these

causes.
Irving Fisher, professor of economics at Yale University, urged the need of a stabilized dollar, constant in purchasing power, rather than constant as a unit of gold.

ably announce higher quotations or Monday next. It also was intimated that manufacturers of Southern ging hams would raise prices either to-day or Monday. The Red Sea countries also Greece, were reported to have sentimentally announce higher quotations or Monday next. It also was intimated that manufacturers of Southern ging hams would raise prices either to-day or Monday.

## Paint Dealers Look for More Active Spring Trade

Further Neglect of Buildings, Manufacturer Asserts, Would Prove More Costly Than Buying Colors and Oils at the Present High Prices

onditions have become more settled, and builders realize that price reductions are not to be expected for some time. Dealers have held off in anticipation of a declining market, but I believe they will begin stocking up in the near future. Indications are that the

are preparing to paint industry will have a busy late

### **Business Money**

is expected at the beginning of next

The terms of the Liberty Loan, it is announced from Washington, will be published on Monday. Knowledge of these terms, unless they prove to be greatly out of line with expectations, should better the situation. The banks will know where they stand; how difficult is it going to be to float the loan; how many of the government notes the banks are likely to be called upon to take, and how much they will be able to lend in other markets. The rate of

Rubber

of		Active Season Expected				Week	Year
fer-	advice given retail clothiers of the	In Underwear Industry	Pig fron, Fdy No. 2 x, per ton (Pittsb'rgh)	Friday. T		ago.	ago.
the	country by Ludwig Stein, vice-president	Women's silk and actton	Lead, per lb	.05	.05	\$36.15	*\$34.25
Lo-	of B. Kuppenheimer & Co. and president	manufacturers are looking forward to a	Copper, per lb	.151/2	.151/2	.05/4	2000
ers	of the National Association of Cloth-	neavy buying season, to begin about	Spelter, per lb	.06.60	.06.60	.151/2	
ion,	iers. This advice is contained in the	the first of next month. Normally the	Antimony, per 1b	-0634	.0634	.06.60	1.072
ose	association is sending out to 16 000	buyers for retail stores place most of	Tin, per lb	.721/2	.721/2	.0634	90,000
ict,	tailers all over the country.	their orders in February and July. In	PRECIOUS		.14/2	.721/2	.911/4
n- pli-		February of this year the unsettled market conditions caused the buyers to			************		
lual	Fall Sample Suits Delayed	place relatively small orders. Merchan-	Platinum, per oz			\$100.00	\$108.00
	Late deliveries of sample ends of	dise managers of department and dre	Silver, per oz		1.011/8	1.011/2	.871/2
ere	cloth from the mills are delaying the	goods stores felt that the market was	CHEMIC	CALS			
cer.	men's clothing manufacturers in mak-	falling and did not want to stock up	Sulphuric acid, 20 deg. oleum, per ton	\$25.00	\$25.00	\$25.00	\$25.00
em-	ing up the fall sample suits which they	heavily under such conditions. The manufacturers believe that the stocks	Sulphuric acid, 66 deg., per ton	16.50	16.50	16.50	\$25.00
ron-	intend showing to their trade imme- diately after Easter. Selling from	purchased in February are almost ex-	Nitric acid, per lb	.08	.08		No market
of	swatches of cloth rather than from a	nausted now and that the huvers will	Caustic soda, 76%, per 100 lbs	2.75	2.75	2.75	.063/407
em-	made-up sample garment will be com-	be compelled to visit the market soon	Soda ash, 58% light (bbis.), per 100 lbs.	1.60	1.60	1.75	2.90
om-	mon in the trade this year, it is said.	in search of new merchandige to core	Phenol, U. S. P., (carloads), per lb	.08	.08	.08	60
nen.		them through the summer season.	Glycerine, dynamite, per lb	.141	51/2 .14- 15	1/2.14- 11	51/2 .51
1080	Speculation in Woollens	It is expected that the buyers will be ready to place large orders for fall	Glycerine, crude, per lb	.091/2	.091/2	.091/-	
rds		merchangise about Angust I on the	Glycerine, c. p. (in drums)	.16	.16	.16	.161/4
one	Jobbers and Manufacturers Re-	trade is beginning to initave that paint	Alcohol (denat.), per gal	.454		8 .454	48 .71
the	selling Fall Goods at Advances	are on a stable basis.	Alcohol (non-bev.), per gal	4.90	4.90	4.90	4.95
ific		D C'II Y	Nitrate of sods, 96%. per 100 lbs	4.071/2	4.071/2	4.071/2	4.35
	Speculation in the woollen goods mar-	Raw Silks Hold Firm	COTT	ON			
in	ket, which was almost eliminated by the shift to lower prices when the sell-	Raw silks, both Chinese and Japa-	Middling upland, per lb	28.45	28.50	28.70	33.30
in	ing season for fall fabrics opened more	nese, were in good domand west	SILKS				
et-	than a month ago, is slowly creeping	The Japanese product was bought for delivery during the current month, and	Japan filature, No. 1, Shinshiu, per lb	6.55	6.55		12000
his	back. Cloth jobbers and manufactur-	throughout the months of Man	China-steam filature, best, No. 1, per lb.	7.00	7.00	6.50	5.95
ve-	ers of clothing are reported to be re-		Canton filature, Ex. Ex. A, per lb	5.40	5.35	6.95	7.10
in-	selling at advanced prices some of the merchandise they ordered at the be-	mas reported that the Chinage and				5.35	5.55
200	ginning of the season.	tended to advance.	Hide all developes and the Hide				
em-	In most opens wills have advensed		Hides, city slaughter, spread, per lb	.32	.32	.29	.261/2
80	their prices a few cents a vard, but		Hides, city, nat. strs., sel., 60 or over, lb.	.271/2	.271/2	.28	.25
		Trade Notes	Calfskins, city, 9 to 12 lbs., per skin	6.75	6.75	6.75	5.35
60000	said to be getting advances of 25 and	Trade Notes	Leather, hemlock sole:	0.0022	CHEWAIT		
200	50 cents a yard in many instances. The indications of a shortage in fall		Overweights, No. 1, per lb	.48	.48	.48	.47
ne-	cloths are giving the anequistors many		Middleweights, No. 1, per lb	.46	.46	.46	.41

Jewelry Tax Expansive

and Silver Affected

retail stores, are subject to the best cent jewelry tax which went into feet April 1.

Fred H. Rike, of the Rike-Kumler ompany, Dayton, Ohio, said yesterday rat few of the smaller retailers aroughout the country realize this act. For the benefit of small Ohio etailers who applied to him for infortation on the subject he obtained a beld over from the previous days. Dealers, rather than manufacturers, were the heaviest purchasers, and it was provided that many of the lots taken will be held for speculative purposes.

The most spirited bidding of the day was shown when the sale opened with effecting of about 100 lots of mink americant.

Precious Stones Advance

Precious Stones Advance as Importers Find It

Harder to Buy Abroad

Owing to the difficulty importers are having in buying gems in leading European markets, where, according to latest report, supplies of precious stones are growing smaller, prices are advance. Several large manfacturing jewelers here have increased prices of their diamond goods within the last few days.

Little interest was shown in skunk by the manufacturers, and the buying was confined largely to dealers, who probably intend exporting many of the skins as soon as the signing of peace terms will permit. While skunk is more or less of a staple winter fur, manufacturers do not think it will be in a state of partial paralyzation in a state of

this government issue is likely also to have its reaction on the commercial paper and acceptance markets. Uncertainty on these questions has helped to the better stones, irrespective of price.

Movement to Sell Summer

# Good Demand for

demand has been declining for some time past because manufacturers expected lower prices. Reductions not materializing they have been forced to go into the market to replenish stocks, but they are buying only in small quantities. Tanners declare that present prices will hold for some time.

Retailers of leather goods also are buying in a small way and are said to have less stock on hand than ever before at this time of the year. Big dealers declare that because of the present price situation they have hesitated about placing heavy orders for merchandise for sale during the summer travelling season. While they expect an unusual demand from the consumer, they hold it is not logical to burden themselves with large stocks when they feel certain that lower prices will prevail shortly. Goods now being sold are mostly of the high grade variety with travelling bags, fetailing at from \$15 to \$25 each, being chiefly in demand.

Pants and shirts Breslin.

PARCHERTER L. A Alter Bros & Co. M. BOCHESTER W. Connor, general line. Grownodore BOCHESTER W. Connor, Grownodore BOCHESTER W. Con

591/2 Troubles will be found on .591/2 Page 17.

Articles Partly Made of Gold Pelts Bring Higher Prices Over Need Stocks at Auction - Mink Proves Popular

at \$1.36.

The scarcity of foreign furs in this market is responsible for the great advance in Japanese mink, which compares favorably with the domestic skins.

The purchases for the five days of the sale now total \$4,250,000.

Metals

Shading of Copper Price Fails to Attract

## Merchants World Of Foreign Goods

## Buyers Arrived

Buyers are invited to register in this column by telephoning Beekman

Piece Goods

ALTOONA, Pa.—Laniz Co.: Mr. Laniz, Grand. SEATTLE. Wash.—Western D. G. Co.:

High Prices Keep Down

Buying in Leather

Goods Trade

Suitcase, travelling bag and belt manufacturers are buying fancy cowhide leather in quantities only large enough to take care of immediate requirements. Tanners and jobbers in this class of leather report that the demand has been declining for some time past because manufacturers expected lower prices. Reductions not materializing they have been forced to the material material to the material mat

BALTIMORE-I. C. Jelenk, art goods, -bronzes, fancy china and glassware, Com-Incorporations and Business CANTON, Ohio. Klein & Heffelman CO. CANTON, Ohio. CANTON, Ohio. Klein & Heffelman CO. CANTON, Ohio. CANTON, Ohio. CANTON, Ohio. CANTON, Ohio. CANTON, Ohio. CANTON, Ohio. Klein & Heffelman CO. CANTON, Ohio. CANT